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USAID AGRIBUSINESS AND TRADE PROMOTION (USAID ATP) QUARTERLY PROGRESS REPORT JANUARY – MARCH 2011



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ACRONYMS

AGRITA	Agribusiness and Trade Association (Ghana)
ALCO	Abidjan-Lagos Corridor Organization
AMASSA	<i>Association malienne pour la sécurité et la souveraineté alimentaires</i>
APLS	<i>Association des vendeurs des produits locaux de Sikasso (Mali)</i>
APROSSA	<i>Association pour la promotion de la sécurité et de la souveraineté alimentaires au Burkina</i>
ATCL	<i>Association des transformateurs de céréales locales (Senegal)</i>
ATP	Agribusiness and Trade Promotion program
AU-NEPAD	African Union- New Partnership for Africa's Development
BESC	<i>Bordereau électronique de suivi des cargaisons maritimes</i>
BVF	<i>Bourse virtuelle de fret</i>
CAADP	Comprehensive Africa Agriculture Development Programme
CBC	<i>Conseil burkinabé des chargeurs</i>
CBO	Community-based organizations
CIC-B	<i>Comité interprofessionnel des céréales du Burkina Faso</i>
CILSS	<i>le Comité permanent inter-états de lutte contre la sécheresse dans le sahel</i>
COFENABVI	<i>Confédération des fédérations nationales de la filière bétail/viande – Afrique de l'Ouest</i>
COTR	Contracting Officer's Technical Representative
CPC	<i>Centrale des producteurs de céréales (Togo)</i>
DMDA	Dawanau Market Development Association
DVD	Digital video disc
E-ATP	Expanded Agribusiness and Trade Promotion program
ECOWAP	Economic Community of West African States Agricultural Policy
ECOWAS	Economic Community of West African States
EGSSAA	Environmental Guidelines for Small-Scale Activities in Africa (USAID)
EMAVA	Ejura Maize Value Chain Association (Ghana)
EMMP	Environmental Monitoring and Mitigation Plan
EPA	Environmental Protection Agency
ERF	Environmental review forms

ERR	Environmental review reports
ETLS	ECOWAS Trade Liberalization Scheme
FCFA	<i>Franc de la communauté financière de l'Afrique</i>
FEBEVIB	<i>Fédération de la filière bétail/viande du Burkina Faso</i>
FEBEVIM	<i>Fédération de la filière bétail/viande du Mali</i>
FEPPASI	<i>Fédération provinciale des professionnels agricoles de la Sissili (Burkina Faso)</i>
FIARA	<i>Foire internationale pour l'agriculture et les ressources animales (Senegal)</i>
FOB	Free on board
FTF	Feed the Future (USAID)
FY	Fiscal year
GAPTO	Ghana Agricultural Producers and Traders Organization
GCTBA	Ghana Cattle Traders and Breeders Association
GGC	Ghana Grains Council
GIC	<i>Société Générale d'investissement et de commerce (Senegal)</i>
GPCOFTA	Ghana Progressive Cooperative Onion Farmers and Traders Association
ICM	Integrated crop management
IEE	Initial environmental evaluation
IEHA	Initiative to End Hunger in Africa
IPM	Integrated pest management
ISFM	Integrated soil fertility management
M&E	Monitoring and evaluation
MELS	<i>Meunerie et emballage de légumes secs, farine et semoule de céréales (Burkina Faso)</i>
MIS	Market information system
MP	Mobilizing program
NAFDAC	National Food and Drugs Administration and Control (Nigeria)
ONFO	<i>Observatoire national de la filière oignon du Burkina Faso</i>
OPA	<i>Observatoire des pratiques anormales (UEMOA)</i>
ORO/AOC	<i>Observatoire régional de la filière oignon/Afrique de l'Ouest et du Centre</i>
PCDA	<i>Programme de compétitivité et de diversification agricole (Mali)</i>
PERSUAP	Pesticide Evaluation Report and Safer Use Action Plan <i>connexes (Burkina Faso)</i>
PIVA	Partner institutional viability assessment

PPP	Public private partnership
RAO	Regional Agriculture Office (USAID/West Africa)
RTCF	<i>Réseau des transformatrices de céréales du Faso</i>
SMS	Short (text) messaging system
SONAGESS	<i>Société nationale de gestion du stock de sécurité (Burkina Faso)</i>
STTA	Short-term technical assistance
SYGESTRAN	<i>Système de gestion du transport routier, ferroviaire et aérien</i>
UEMOA	<i>Union économique et monétaire ouest africaine (West African Economic and Monetary Union-WAEMU)</i>
UGCPA	<i>Union des groupements de producteurs pour la commercialisation des céréales au Burkina Faso</i>
USAID	United States Agency for International Development
USG	United States Government
VCDP	Value chain development plan
WA	West Africa
WAGN	West Africa Grains Network
WATH	West African Trade Hub project (USAID)
WFP	World Food Program
WRS	Warehouse Receipts System
WRSJMC	Warehouse Receipts Joint Monitoring Committee (Ghana)

I. INTRODUCTION

I.1 BACKGROUND

This progress report for the USAID Agribusiness and Trade Promotion (USAID ATP) project covers the period from January to March 2011, the second quarter in the project's third year work plan. The project was awarded in April 2008 to a consortium led by Abt Associates and including CARANA, ACDI/VOCA and Ibex International. The team was fielded in May-June 2008.

I.2 PROJECT OBJECTIVES AND EXPECTED OUTCOMES

USAID ATP's primary objective is to increase the value and volume of intra-regional agricultural trade in West Africa in order to contribute towards the six percent agricultural growth target set under the Comprehensive Africa Agriculture Development Program (CAADP) of the African Union's New Partnership for Africa's Development (AU-NEPAD), a framework for sustainable development drafted by African leaders. The Economic Community of West African States (ECOWAS) has developed its Agricultural Policy (ECOWAP) to implement the CAADP in its region.

USAID ATP implements integrated activities to contribute to the following outcomes:

1. OUTCOME 1: Significant reduction in the incidence of physical and policy-related barriers to moving agricultural and related commodities regionally in West Africa.
2. OUTCOME 2: Enhanced linkages among agricultural producers and agro-input suppliers, agro-processors and distributors.
3. OUTCOME 3: More effective advocacy by regional private sector and other non-governmental actors for regional and national policies in support of a conducive environment for increased regional agricultural trade.
4. OUTCOME 4: Improved efficiency of trade transactions and regional market access, in particular through the improvement of regional market information systems.

Although USAID ATP was conceived shortly before the ECOWAP Investment Plan was developed in 2009, the project is consistent with the regional investment program's (RIP) mobilizing programs (MPs), which seek to: (i) promote strategic products for food sovereignty, (ii) promote an overall enabling environment for regional agricultural development, and (iii) reduce food insecurity and promote sustainable access to food. This is because USAID ATP was designed to reflect the priorities of ECOWAP/CAADP; consequently, the project's core elements are reflected in the MPs as the key implementing instruments of these priorities.

In its efforts to reduce the incidence of road and policy-related barriers to trade (Outcome 1), the project focuses on improving the enabling policy environment (MP2) and facilitating the free movement of people, goods, and vehicles to enhance access to food across the region (MP3). Outcome 2 relates to the

development of priority value chains, including livestock and maize, also identified by MP1 as priority regional value chains. By addressing the capacity of the private sector for an effective advocacy strategy, Outcome 3 also contributes to an improved enabling policy environment (MP2). Finally, Outcome 4 is about improving access to food through the increased availability of market information and the financing needed throughout the value chain (MP3).

2. PROJECT APPROACH

2.1 VALUE CHAIN CORRIDOR-BASED APPROACH

USAID ATP focuses interventions on a limited number of value chains (ruminant livestock/meat, maize, and onion/shallot) as a basis for identifying technical gaps and opportunities that will assist the entire agricultural sector. Value chains were evaluated against the following seven factors: (1) the product's importance in intra-regional trade; (2) urban demand for processed or value-added product; (3) the form (current degree of processing) of the traded product; (4) the potential for adding more value; (5) the number of small farmers and other participants involved; (6) the degree of perishability; and (7) transportability of the product.

The project works along the broad Central-West African corridors, through which Sahelian countries (Mali, Burkina Faso, and Niger) trade with coastal countries (Côte d'Ivoire, Ghana, Togo and Benin) in the project's targeted value chains. In this context, USAID ATP monitors trade flows and road harassment information along the targeted commodities' trade/transport corridors.

2.2 PARTNERSHIPS IN IMPLEMENTATION

USAID ATP works in synergy with regional inter-governmental organizations, such as ECOWAS, the *Union économique et monétaire ouest africaine* (UEMOA), and the *Comité inter-états de lutte contre la sécheresse dans le Sahel* (CILSS); with the USAID West Africa Trade Hub (USAID WATH); and with other USAID's projects in the region. It supports regional and national umbrella organizations of producers, processors and traders involved in the target value chains along the selected trade/transport corridors.

3. HIGHLIGHTS

3.1 INTRODUCTION

At its core, USAID ATP is about connecting people, providing them with opportunities and assistance to engage more effectively in intra-regional trade; and contributing to food security by helping locally-grown products move more freely from surplus producing zones to consuming centers in West Africa. The project concerns itself with selected value chains (maize, livestock, and onion/shallots), whose products are traded along key trade/transport corridors linking six countries (Mali, Burkina Faso, Côte d'Ivoire, Ghana, Togo, and Benin) in the region.

We focus on producer/trader/processor organizations, the key actors in cross-border food trade, striving to make them more professional and productive (with improved governance, attention to members' needs, gender integration, and managerial capabilities), and to empower them to advocate more effectively for their rights.

We contribute to increased intra-regional trade by opening the markets and the roads, in a catalytic way, to provide opportunities to professional organizations and lead firms, through the following:

- direct trade facilitation (commodity exchanges, trade fairs, special trade events, and the posting of market facilitators in key markets);
- access to market information (prices, bids/offers, alerts, contacts, and other services);
- access to finance (business plans, intermediation with banks, fund transfers, and warehouse receipts system); and
- reduction in the incidence of the physical and policy-related barriers to trade (coaching of truckers/transporters and road shows; policy reforms).

To support our partners and our activities, we rely on the following:

- assessments and studies that inform our decision-making, as well as our partners';
- group trainings to build stakeholders' organizational, managerial and technical capabilities;
- technical assistance at partners' requests;
- public-private partnerships that leverage project's resources to expand its outreach; and
- targeted grants that help selected organizations and firms meet specific financial needs.

This section highlights the project's accomplishments related to its major objective and other key performance indicators. It also reports on the main challenges encountered, as well as the lessons learned during the period under review.

3.2 HIGHLIGHTS

Focus on organizations

- **More professional and productive organizations**

- The *Confédération des fédérations nationales de la filière bétail/viande - Afrique de l'Ouest* (COFENABVI) revising its five-year action plan will make the organization stronger, as the action plan will foster a more transparent and effective governance structure and a more competitive livestock value chain. The organization will further grow in stature as ECOWAS and UEMOA are expected to nominate it as their livestock value chain's representative in the region.
- The *Comité interprofessionnel des céréales du Burkina* (CIC-B) has wholeheartedly embraced its lead role in the establishment of a professional organization at the regional level: the regional West African Grains Network, which it now represents. A CIC-B's delegation visited the Kano-Dawanau market, the largest grains market in West Africa, to encourage the Dawanau Market Development Association (DMDA) to join the nascent regional grains network.

- **Empowering professional organizations**

- Stakeholders from USAID ATP/E-ATP's six value chains went in the greatest number ever (18) to visit the ECOWAS Commission at the highest level to present advocacy letters demanding the removal of policy barriers constraining the free movement of goods and people in the region.
- Malian livestock stockholders requested USAID ATP's assistance to prepare a livestock policy advocacy letter to be presented to Mali's president on a forthcoming livestock policy day to advocate for policy change in the sector.

Opening the markets and the roads to provide opportunities

- **Direct market facilitation:**

- A cereal exchange organized in Mali jointly by the USAID ATP and *Afrique Verte Mali* recorded offers of 16,300 tons and bids for 5,600 tons of maize, and \$716,00 worth of signed contracts for later delivery.
- Women entrepreneurs were offered the opportunity to participate in the region's premier food trade fair in Dakar to exhibit their cereal-based products and to attract potential buyers for future delivery.

- **Market system information**

- The project has identified the Nokia Ovi Life Tools, introduced last year in Nigeria (and expected in Ghana soon), as a great prospect for expanding the reach of its regional market information system. The subscription-based Life Tools platform appears a more viable and sustainable alternative to Esoko's franchisee/license-based model.

- **Access to finance:**

- With USAID ATP support, INOVA (a mobile fund transfer and payment platform) demonstrated its mobile money transfer system to trainees, and broadcast it to the public. As a result, 364 persons opened an e-wallet and total transfers during this period amounted to more than Fcfa 24 million (about \$50,000).

- **Reducing bribe cost**

- The project's strategy is to raise the awareness of truckers and drivers about their rights and obligations, and coach them to stand up to corrupt officials. Bribe cost declined by 22% (livestock) to 38% (onion) along the value chain corridors currently surveyed. For example, we estimated that if livestock traders followed our approach along all project's livestock trade/transport corridors, they would pay about a quarter of million dollars less on over one million dollars total bribes demanded by officials.

Tools and instruments

- The project conducted two training-of-trainer (ToT) programs in integrated pest management (IPM) and integrated and soil fertility management (ISFM) to boost the productivity of producers from two cereal apex organizations in Mali and Burkina Faso, at their request.
- Also at the request of the Malian livestock association, the project organized a ToT in meat-cutting for butchers, who wanted to meet consumers' demand for high quality and safe meat in the country's high-end market segments.
- CIC-B obtained a grant from the project to strengthen national organizations to prepare them to join the regional cereal network.

3.3 INTRA-REGIONAL TRADE

USAID ATP contributes to intra-regional trade by strengthening the key producer/traders that are engaged in this trade, and by opening the markets and the roads to provide them with opportunities to trade. The project collects data on the onion trade carried out by members of the Ghana Agricultural Producers and Traders Organization (GAPTO) and the national chapters of the *Observatoire régional de la filière oignon/Afrique de l'Ouest et du Centre* (ORO/AOC) in Togo, Benin, and Côte d'Ivoire. In the livestock value chain, two organizations assisted by the project provide information on the trade they carry: COFENABVI, which controls most livestock exports from Mali and Burkina Faso to Côte d'Ivoire, and the Ghana Cattle Traders and Breeders Association (GCTBA), not yet a member of COFENABVI, which imports ruminant animals mostly from Burkina Faso. Four project-assisted organizations report maize trade handled by their members: CIC-B in Burkina Faso; Techiman and Ejura-based traders in Ghana; and the Sikasso-based *Association des vendeurs des produits locaux de Sikasso* (APLS) and Kayes Maize Export Association in Mali.

Overall, the project's contribution to intra-regional trade has been positive, as shown in past reports. During the period under review, however, the political violence that followed the November 28, presidential run-off elections in Côte d'Ivoire deeply

affected that country, and disrupted trade and people's lives throughout the sub-region. Côte d'Ivoire's demand pull is considerable in the region, particularly for livestock exported by COFENABVI from Burkina Faso and Mali. Because livestock is the major component of the intra-regional trade facilitated by the project, its decline of 12% in the quarter resulted in the overall decline in aggregate intra-regional trade (Table 1). The increase in trade in onion, although remarkable, mitigated, but did not compensate for the decline livestock trade. (See section on Monitoring and Evaluation for detail of intra-regional trade by country and value chain.)

TABLE 1: EXPORT VALUE OF INTRA-TRADE BY VALUE CHAIN IN SECOND QUARTER OF FY11

Value chain	Second quarter FY 2010 (US\$ million)	Second quarter FY 2011 (US\$ million)	Percent change
Maize	3.64	3.59	(1)
Livestock	68.70	60.21	(12)
Onion	7.85	11.51	+47
Total	80.19	75.32	(6)

3.4 CHALLENGES

- The political violence in Côte d'Ivoire following the November 2010 second round presidential elections disrupted economic activities in the region and the region, and prevented the project from working in the country during the quarter under review. Also starting in March, sporadic civil and military unrest in Burkina Faso disrupted project activities in that country. Trade from and to these two countries suffered from these situations.
- Esoko Networks, although improving, still faces challenges, particularly in rolling out new SMS-based services. Some of these services were actually available on the old Tradenet.biz platform, but Esoko is having difficulty transferring them to the new Esoko platform. There also remains the question about the viability of Esoko's model, which is based on in getting a franchisee to pay for a license and then trying selling subscriptions to end-users to recoup the license fee and eventually make a profit. Testing end-users' willingness to pay was postponed as the platform was only getting fully functional.
- The environmental screening process required for all project activities, including all field missions, demands expertise and time. The challenge is particularly great when it comes to establishing PPPs, as most partners need to be educated about how to comply with the environmental requirements. Also related to environmental compliance, Nigeria's food and drug administration requirements cut short Rose Eclat's attempt to penetrate the Nigerian market with her dried onions.
- The project has come to the realization that most staff lacks the facilitation skills necessary to organize and successfully run workshops that grab participants' attention and get them to contribute more effectively to the workshops'

objectives.

3.5 LESSONS LEARNED

- From the difficulty faced by Rose Eclat in Nigeria, the project has learned to cost out its assistance to stakeholders by include not only the environmental mitigation measures, but also the eventual cost of compliance with specific country's mandatory food safety regulations requirements.
- Facilitation of workshops is part of staff development and training must be provided to staff.

4. OUTCOME 1: REDUCED INCIDENCE OF BARRIERS TO INTRA-REGIONAL AGRICULTURAL TRADE

The project addresses this outcome through **Component 1: Reducing Barriers through Direct Support to ECOWAS and UEMOA**, which comprises two sub-components focusing on (i) transport-related barriers to trade, and (ii) agricultural and trade policy-related activities.

4.1 TRANSPORT-RELATED PHYSICAL BARRIERS TO TRADE

West Africa faces two major challenges in the transportation of agricultural products by road across borders: (i) road harassment and (ii) inefficient logistical infrastructure and operations.

4.1.1 ROAD HARASSMENT

USAID ATP's monitoring of road harassment along the main onion, livestock, and maize value chain transport corridors provides insightful data for comparison across these value chains. Our effort also complements work carried out by USAID WATH and the World Bank-financed Abidjan Lagos Corridor Organization (ALCO). The combined effort of these three projects provides a comprehensive picture of, and advocacy platform against, road harassment in West Africa.

Among our three value chain products, onion is the only one trucked across borders on a daily basis and thus has been documented more extensively (since October 2009), whereas ruminant livestock is transported across borders frequently but not daily, and maize is exported seasonally. The data on onion provides a benchmark for comparison with livestock and maize.

The project faces a challenge in its attempts to reduce the number of roadblocks in a sustained way because authorities often put forward genuine security reasons for erecting many of these road stops. (For example, from January to March 2011, Ghana reported some 548 road fatalities, and this prompted the police department to erect more checkpoints in an attempt to deter reckless driving.) Compared to the baseline, the number of roadblocks along the onion, livestock, and maize corridors has varied little (see Table 2).

The project has had more success in sustaining reductions in bribe cost because of its well-received coaching program for truckers and traders. First initiated along the onion corridor, the coaching strategy was extended to the livestock value chain corridor, and later to the maize corridor. The reduction of bribe cost along the maize corridor is particularly encouraging because the coaching can take some time to pay off.

TABLE 2: VARIATION OF THE BRIBE COSTS PAID AND NUMBER OF ROADBLOCKS PER 100 KM PER VALUE CHAIN IN JAN-MAR 2011

Value Chain	Bribes paid per 100 km (US\$)	Change over the baseline	Number of roadblocks per 100 km	Change over the baseline
Onion (Oct-Dec 2009 baseline)	17.5	29% (decrease)	2.9	0%
Livestock (Jan-Mar 2010 baseline)	55.9	22% (decrease)	2.8	7% (decrease)
Maize (Jul-Sep 2010 baseline)	12.4	38% (decrease)	3.2	0%

Onion corridor (1,036 km): Kantchari-Bitou (Burkina Faso)-Bawku-Bolgatanga-Accra (Ghana)

Livestock corridor (469 km): Fada N'Gourma (Burkina Faso)-Porga-Parakou (Benin)

Maize corridor (976 km): Techiman-Paga (Ghana)-Po-Kantchari (Burkina Faso)

Table 3 below shows that during the period under review, livestock truckers along all livestock trade corridors monitored by the project would have paid about a quarter of a million dollars less by applying the project's strategy against over one million dollars of bribes in the absence of the strategy. The bribes avoided by onion and maize truckers were much smaller, but the total savings would be significant over the life of the project. In Table 3, we have estimated how many trucks were used to transport the products in our trade database, and then calculated the amount of bribes they would have paid this quarter compared to the baseline period, based on the average bribe cost observed in both quarters along the sample corridors referred in Table 2. (The goal of the road shows organized by the project--discussed in the next section--is to disseminate this strategy across the region.) With relatively few animals per truck, the thousands of large animals traded in the region require a large fleet of trucks; onions require a relatively smaller fleet of trucks; and maize an even smaller fleet because of the smaller volume of maize traded.

TABLE 3: ESTIMATED TOTAL BRIBES PAID WITH AND WITHOUT PROJECT INTERVENTION BY VALUE CHAIN CORRIDOR IN JAN-MAR 2011

Value chain corridor	Bribes paid per truck	Total bribes paid with project	Total bribes paid without project	Total reduction in bribes paid
Onion	\$323	\$109,129	\$153,249	\$44,120
Livestock	\$335	\$894,934	\$1,142,315	\$247,382
Maize	\$197	\$28,802	\$46,766	\$17,964

4.1.2 ROAD SHOWS

Road shows bring private sector actors and public sector perpetrators of road harassment face-to-face, often in heated debates. These road shows encourage private sector actors to abide by the rules and regulations of ECOWAS free trade arrangements, while offering them the opportunity to advocate for change in public sector's illegal practices.

On March 24, USAID ATP and USAID WATH jointly organized a road show in Bitou, Burkina Faso. Private sector participants included traders in livestock, onion/shallot, and maize value chains, as well as truck owners, truck drivers and chamber de commerce's representatives. Public sector participants included high officials from the police, *gendarmerie*, customs, and other public institutions. The 14th quarterly report of the *Observatoire des pratiques anormales* (OPA) and the new joint border post between Burkina Faso and Togo were presented and debated. USAID ATP-sponsored participants pinpointed abnormal practices, including custom duties applied to West African products such as onions; the large quantities of products "sampled" for supposed phytosanitary controls that never occur; the non-recognition of phytosanitary and veterinary certificates from one country to another; the prohibition for shepherds to travel with animals; the payment of Fcfa 100,000 per truck transporting cattle to enter Benin; and the large bribes demanded at the Fada N'Gourma checkpoint.



Hubert Poda, *Chef de poste de gendarmerie* in Burkina Faso, answering questions from drivers

4.1.3 LOGISTICS AND INFRASTRUCTURE

Virtual freight exchange. On February 22-24, USAID ATP and E-ATP, along with USAID WATH, attended a workshop organized by the *Conseil burkinabé des chargeurs* (CBC) to launch a virtual freight exchange system (*bourse virtuelle du fret*) in Burkina Faso. Participants included truckers, traders, donor-funded projects, ministries from Burkina Faso, as well as freight institutions from Mali and Niger. Agribusinesses welcomed the virtual freight initiative (see text box), as it is expected to provide timely information on the availability of trucks to transport goods across borders. Organizers informed truckers that they could subscribe to the system and start posting offers.

CBC's Information systems

The *Conseil Burkinabé des Chargeurs* (CBC) has developed three complementary information systems related to transport to/from and within Burkina Faso:

- ▲ the BESC system (*Bordereau électronique de suivi des cargaisons maritimes*) for sea freight
- ▲ the SYGESTRAN system (*Système de gestion du transport routier, ferroviaire et aérien*) for freight from harbors to the hinterland and for air freight
- ▲ the BVF system (*Bourse virtuelle de fret*) for road transport in/from Burkina Faso

Environmental mitigation

The road harassment survey and analysis, and the information transfer (on the freight exchange schemes) received a categorical exclusion under the applicable IEE. USAID ATP did not face any specific environmental issue related to this activity.

4.2 TRADE AND AGRICULTURAL POLICY-RELATED BARRIERS

In line with its deliverables and indicators, the project's policy interventions are designed to fit into the four components of the ECOWAS policy watch system, in order to achieve coherence with the ECOWAS work program and ensure the sustainability of the new dimensions of managing the ECOWAS trade liberalization scheme (ETLS) that the project has introduced to the ECOWAS Commission. The policy watch system for addressing the problems identified among the various interlocking issues has the following four components covered in sections 4.2.1. and 4.2.2 below:

- Regional trade policy framework – regular review and updating of regional policies;
- Regional coordination mechanism for policy implementation – ensuring coherence and compatibility in policy application among member countries;
- Regional mechanism for policy adaptation and application at the national level; and
- Regional monitoring and evaluation mechanism.

4.2.1 HELPING ECOWAS COORDINATE POLICY IMPLEMENTATION

The institutional arrangements currently in place within the ECOWAS organization for coordinating policy implementation calls for close collaboration among a set of stakeholders - the technical departments of the ECOWAS Commission; the relevant sector ministries in each member country; members of the regional and national committees established under each of the regional integration programs; and the ECOWAS national unit created in each country. The External Relations Department, a recent creation in the ECOWAS Commission, is engaged in streamlining the operational links between the Commission and member countries; an immediate priority of the department has been the formulation of an *ECOWAS National Units Manual*. The document defines more clearly the ECOWAS/member state relationship and is designed to guide the performance of the national units. The basic function of the national unit is to coordinate all national activities to ensure effective participation of stakeholders of each country in the ECOWAS integration process, for the mutual benefit of the country and the region as a whole.

The contribution of the policy advisor to the preparation of the manual, which was adopted by the ECOWAS Council of Ministers in November 2010, focused on provisions for involving professional business associations and other non-government actors in national programs as active members of the appropriate sector committees. During the quarter under review, ECOWAS engaged a consulting firm to deepen reflection on the institutional arrangements and capacity needs at the national level for effective participation of member countries in the regional integration process. The policy advisor participated in the briefing of the consultants, during which the terms of reference of the study were updated. The policy advisor proposed that the study should envisage the development of a formal strong partnership with the professional associations of the private sector to enable the public authorities to benefit from the experiences with the ECOWAS regional policies gained by economic operators.

As indicated above, the implementation of the ETLs is facilitated and coordinated at the national level by a National Approvals Committee (NAC). The policy advisor has been advocating a review of the mandate and composition of this committee, which, hitherto, has been limited to issues related to industrial products. As a result of this proposal, a meeting of these committees in December in Cotonou gave consideration to the facilitation of agricultural trade and assisting traders and transporters who encounter difficulties with the application of the ECOWAS trade regime for agricultural and other unprocessed goods.

During the current quarter, the policy advisor further pursued these ideas at the ECOWAS/UEMOA consultative meeting in March, reported above. He successfully argued that a review of the mandate of the NAC, to include the facilitation of regional agricultural trade and an expansion of its membership to include economic operators, would provide a coordinated approach to streamlining the application of and compliance with the ETLs provisions for agricultural products. The policy advisor will collaborate with ECOWAS officials to defend the case for the expansion of both the mandate and membership of the committee to ensure that the interests of USAID ATP/E-ATP value chain associations are taken into account in the national-level deliberations on the implementation of ETLs provisions as they affect agricultural products.

At the invitation of the infrastructure commissioner, the USAID ATP and E-ATP policy advisor participated in the in-house review during the quarter. He recalled the active and positive contribution made by the representative of the Ghana road transporters union at a meeting of the national facilitation committee in Ghana; this was cited to promote the idea of reviewing the functioning of the committee and making policy provisions for greater involvement of regional traders and road transport operators in the facilitation committees at both national and regional levels. He has also emphasized the need for improving the sensitization and reporting functions of the committee; regular review of national reports reflecting the experiences of operators and making proposals to reduce operational difficulties would enhance the coordination of regional trade and transport policy implementation.

On the basis of the work done during the quarter, ECOWAS plans to organize a technical meeting to review the road transport and trade facilitation program, with the objective of making the program more dynamic and its regional and national committees more responsive to the problems of traders and transporters. The policy advisor will continue to collaborate with ECOWAS officials to ensure the success of the proposed meeting; he will assist with the implementation of decisions made at that meeting in order to achieve the USAID ATP and E-ATP project objective of reducing the regional trade policy barriers and enhancing the performance of the value chain actors.

Environmental mitigation

Development of policy, legislation and support to regional institutions in trade and investment in the agricultural sector received a Negative Determination with Conditions under the applicable initial environmental examination (IEE). Nonetheless, advising ECOWAS on its procedure manuals and contributing to trade

policies has no significant adverse effect on the environment and the USAID ATP technical team did not face any specific environmental challenge.

4.2.2 SYSTEMS AND CAPACITY FOR MONITORING POLICY IMPLEMENTATION

The project has actively supported the efforts of the ECOWAS Commission to strengthen the regional monitoring and evaluation system as a measure for improving the level of regional policy implementation. Considerable progress was made during 2010 in reorganizing and improving the technical capacity of the existing system of monitoring policy implementation, though the emphasis tended to be on the performance of the personnel of the Commission itself. The project has therefore sought to contribute the advice that equal attention be placed on monitoring regional policy implementation at the national level, by ensuring, first, that appropriate policy implementation activities are designed and adopted; second, that measures are taken to facilitate the performance of affected by the implementation of regional policies (such as traders and transporters); third, that a mechanism is established for regular reporting using the agreed upon performance indicators; and fourth, that the participation of the intended beneficiaries of regional policies in national and regional deliberations is enhanced as part of the monitoring and evaluation process.

The policy advisor made these contributions earlier on when the ECOWAS Monitoring and Evaluation (M&E) Unit initiated the formulation of an ECOWAS monitoring and evaluation manual. During the review period, collaboration with the ECOWAS officials focused on revising the draft manual to strengthen certain provisions, such as the representation of the business community on the national committees to allow for realistic and lasting solutions for practical problems linked to regional policies and programs, and the creation of focal points in all sector ministries that host the different regional integration programs. Each of these ministries would build an appropriate database, using a standard format for the generation of data. Similarly, much premium is being put on other aspects of the reporting system, such as the provision of a prototype performance report for the regular preparation of country performance reports.

Also during the review period, the M&E manual provided a useful basis for the formulation of the first edition of an ECOWAS annual performance evaluation report. The policy advisor continued his collaboration with the ECOWAS officials in the work involved; particular attention was drawn to areas that required further review of the structure and orientation of the reporting format to make it possible to generate and record activities at the national level related to policy implementation and its impact on the national economy. A particular point of interest that the project is pursuing is the assessment of the performance of ECOWAS with regard to facilitating access of private operators to the benefits of the regional programs and policies, and how problems encountered by the business community are effectively addressed. The draft report is to receive an internal review during the coming quarter before its finalization.

The active involvement of professional and inter-professional associations is crucial to the success of the monitoring and evaluation system; the project has seized every opportunity to repeat this message in its interactions with the ECOWAS Commission. The report on ECOWAS November 2010 workshop on strengthening the regional

networks of agribusiness inter-professional associations was made available to the project at the end of this quarter. The policy advisor will submit to ECOWAS the project's comments. The project will support activities under this new ECOWAS program initiated by the Agriculture Department to mobilize agricultural professional bodies in the region, as an important component of the ECOWAP action plan.

5. OUTCOME 2: ENHANCED LINKAGES AMONG AGRICULTURAL PRODUCERS AND AGRO-INPUT SUPPLIERS, AGRO-PROCESSORS AND DISTRIBUTORS

USAID ATP addresses this outcome through **Component 2: Building Links through Support for Regional Organizations**. The thrust of the activities implemented under this component is to contribute to IEHA Element Outcome: increased agricultural sector productivity.

5.1 UPDATING VALUE CHAIN DEVELOPMENT PLANS

Updates of the maize, onion/shallot, and livestock/meat value chain development plans (VCDPs) were completed during the first quarter of FY 2011.

5.2 BUILDING THE CAPACITY OF REGIONAL ASSOCIATIONS

USAID ATP is using the results of the partner institutional viability assessments (PIVA), a USAID-developed best practice methodology, to develop capacity building programs tailored for each organization. The programs focus on the institutional, organizational, and technical capacities of partner organizations to help them better manage themselves and respond effectively to their members' needs (access new technologies and market information, and strengthening market linkages).

5.2.1 LIVESTOCK VALUE CHAIN

Better meat cuts for consumers through cascade training of butchers

There is a gap between the expectations of quality-conscious meat consumers in most large cities in Africa and what they are offered under existing meat-cutting and sanitary practices. This is mostly due to butchers' ignorance of the types of meat cuts demanded, as well as their lack of skills in meat cutting techniques.

From January 25 to March 19, 1,000 butchers from six regions in Mali received training aimed at improving their skills in preparing meat for high-end market segments based on recognized cuts of meat and proper sanitary practices. The project provided participants with a DVD covering the course in detail, from slaughtering to butchering, including the management of a butcher shop, meat transportation and the hygiene in these operations.

The *Confédération des fédérations nationales de la filière bétail viande* (COFENABVI) and the *Fédération de la filière bétail/viande du Mali* (FEBEVIM) organized the training with support from USAID ATP in collaboration with the World Bank-funded *Programme de compétitivité et de diversification agricole* (PCDA) project. The master trainers had been trained as part of a training-of-trainer (ToT) program organized in May 2010 by the *Fédération de la filière Bétail/Viande du Burkina Faso* (FEBEVIB), also with USAID ATP's support.

Region	Number of Butchers trained
Bamako	350
Koulikoro	150
Ségou	150
Sikasso	150
Kayes	100
TOTAL	1000

Assistance to COFENABVI in revising its 5-year action plan

Following its PIVA, COFENABVI took upon itself to hire a consultant to prepare a five-year action plan to improve its management and better assist its members. After an initial mixed review, and given the importance of the document, COFENABVI asked USAID ATP for comments and suggestions on how to better structure the action plan. USAID ATP staff worked closely with COFENABVI's secretary to review the document and suggest a framework to organize it according to two priorities identified as key by the organization: improving the organization's governance and improving the competitiveness of the livestock value chain.

On February 7-8 in Ouagadougou, Burkina Faso, USAID ATP facilitated a workshop (organized and financed by COFENABVI) to help the organization amend and finalize its first five-year action plan. COFENABVI's board members actively participated in the workshop, and together with the other participants, adopted the amended 2011-2016 action plan. USAID ATP will assist COFENABVI in the presentation of this five-year action plan to UEMOA and ECOWAS, in order to have their voice heard in the debates of these regional economic communities' livestock regional committees, and to gain their financial support to continue strengthening its organization.

5.2.2 MAIZE VALUE CHAIN

Improving productivity through integrated crop management (ICM) training follow-up

Training in integrated pest management (IPM) and integrated soil fertility management (ISFM) are proven ways to boost agricultural productivity and cereals quality in an environmentally sustainable way. In turn, increased production of high-quality cereals contribute to increased intra-regional trade. USAID ATP uses a training of trainers (ToT) program through interactive sessions, demonstrations and exchange of experiences. During the period under review, the project organized two such ToT programs at the request of two organizations.

UPPA-H

L'Union provinciale des professionnels agricoles du Houet (UPPA-H) is made of 483 producers groups across 13 departments in the Houet Province, with headquarters in Bobo Dioulasso. The organization markets up to 1,000 tons of maize and millet/sorghum per year. USAID ATP is exploring ways to involve this organization in a PPP with Premium Foods (Ghana), Nestlé and other sub regional buyers and processors looking for high-quality cereals.

CEMK

La Coopérative des exploitants motorisés de Koutiala (CEMK) of Mali is made up of hundreds of family farms cultivating 15 ha to 160 ha with modern machinery (tractors). It is an important cereal producer, which markets over 800 tons of maize, millet/sorghum per year. Like UPPA-H, it is a potential PPP partner.

ToT training in Burkina Faso. In December 2010, USAID ATP and E-ATP teamed up to organize a ToT for 39 cereal farmer-trainers (including seven women) from the *Union des groupements de producteurs pour la commercialisation des céréales au Burkina Faso* (UGCPA). In turn, through a grant provided to the union, these farmer-trainers were expected to train some 600 farmers (of whom 20 percent would be women). By the end of February 2011, however, 780 producers had been trained through the cascade training, exceeding our target by 30%. UGCPA's trainers have respected and correctly completed the attendance records as demanded by the grant.

Regional ToT in ICM and soil fertility management (ISFM). Similarly, USAID ATP joined with USAID E-ATP to organize (March 1-4 in Bobo-Dioulasso) a ToT in ICM and ISFM for 25 farmer trainers (including 3 women), who in turn are expected to train some 750 farmers (of which 20 percent are women) later on. The training was organized at the request of two major producer organizations, which are important cereal suppliers to institutional buyers in their countries and the region: UPPA-H in Burkina Faso, and CEMK from Mali. Institutional buyers, such as the World Food Program (WFP), the Burkinabe food security agency SONAGESS (*Société nationale de gestion du stock de sécurité*) and the Commissariat for Food Security in Mali, demand high-quality cereals and offer good prices.

5.2.3 ONION/SHALLOT VALUE CHAIN

As part of its program to strengthen the capacity of the *Organisation nationale de la filière oignon* (ONFO), USAID ATP supported the organization's national tour to the major onion production regions of Burkina Faso. The tour's objectives were to promote new approaches to stakeholders (producers, exporters), including the rainy-season onion variety (PREMA 178) and the use of mesh bags; and to identify market alternatives to deal with the trade-disrupting Ivorian crisis, which include strengthening commercial ties with Ghana and Togo.

The presence of Ghanaian traders in the producing regions at the time boosted the prospects of these commercial ties. Burkina Primeur, which had ordered 1,000 kg of PREMA 178 seed with East West Seed International Ltd, indicated its intention to organize cascade trainings in collaboration with ONFO to produce adequate supplies of onion seeds for the rainy season. However, the tour that started in February was cut short in March because of the civil unrest in Burkina Faso; it will resume once the situation stabilizes.

Environmental mitigation

The cascade training program for butchers in Mali received a Negative Determination with Conditions. USAID ATP disseminated the French version of the EGSSAA guidelines on solid waste and on livestock and ensured that good practices were promoted by trainers during every training session.

Institutional strengthening of COFENABVI and ONFO received a Categorical Exclusion under the applicable initial environmental evaluation (IEE) and did not require any specific mitigation measure.

The ToT and cascade training programs in integrated crop management for cereal producers received a Negative Determination with Conditions. Because the IPM approach involves all types of pest control tools, including pesticides when needed, USAID ATP developed a *Pesticide Evaluation Report and Safer Use Action Plan* (PERSUAP). The PERSUAP identifies the IPM training module's potential adverse effects on the environment as a result of the pesticides recommended; it also proposes that environmental mitigation measures be included in the IPM training module, in compliance with USAID and host country regulations. Trainers were informed on how to comply with the PERSUAP.

The following points are a list of specific issues monitored by USAID ATP:

Pesticides addressed by training program: The IPM module did not address or recommend specific pesticides. Instead, during the sessions related to pesticides, it emphasized general principles of the safe and effective management of pesticides, reading the label of the containers of pesticides prior to application, and following the instructions on the label.

Environmental Protection Agency (EPA) status of pesticides: Some pesticides were used as examples or mentioned during the courses. Their names were provided by the trainer to USAID ATP before the course and USAID ATP ensured that they were all registered in both the USA and the host country, as requested by the PERSUAP. The table below recaps the status of the pesticides mentioned as examples:

Compliance status of pesticides mentioned during the IPM training session

Trade name	Active ingredient(s)	Registration in CILSS countries (including Burkina Faso)	Registration by US EPA	OMS class	Compliance with PERSUAP
MOMTAZ 45WS	Imidacloprid Thiram	0559-AO/In, Fo/01-09/APV-SAHEL	YES YES	III	YES
IMIDAML 450 WS	Imidacloprid Thiram	0513-AO/In, Fo/07-09/APV-SAHEL	YES YES	III	YES
AKIZON 40 SC	Nicosulfuron	0497-AI/He/07-09/APV-SAHEL	YES	III	YES
ROUNDUP 360 SL	Glyphosate	0201-HO/He/07-09/HOM-SAHEL	YES	III	YES

Protective clothing and equipment: Training provided by this program stressed the need for proper protective clothing and safety equipment for all pesticide handlers.

Training modules: One of the basic principles of IPM emphasized is monitoring the effectiveness of any agent applied, and being proactive in pest management. Close monitoring allows for early detection of problems, and may minimize the amount of treatments necessary (i.e. identifying and treating an infestation before it spreads to a larger area). Pesticides were recommended only as an ultimate tool when other pest control measures (mechanical, biological, and so on) were not successful in keeping the pest damage below an acceptable threshold.

USAID ATP maintains that the trainers complied with the PERSUAP.

During the January – March 2011 quarter, the USAID ATP technical team and the project partners did not face any specific environmental challenges related to these activities.

5.3 BUILDING BUSINESS LINKAGES

5.3.1 TRADE LINKAGES IN LIVESTOCK/MEAT VALUE CHAIN

Opening opportunities for COFENABVI and Nigerian livestock associations

Nigeria's huge livestock market draws scores of cattle, sheep and goats from all over the region, and beyond, to markets such as Kano, Ibadan, and Lagos. According to some traders' estimates, 4,000 head of cattle, valued at over \$2,000,000, are slaughtered daily in Ibadan, and 6,000 head, worth over \$3,000,000, in Lagos. COFENABVI is aware of these opportunities, but has thus far engaged Nigerian traders on an individual basis, rather than on an organization basis. Connecting traders through their organizations can help reduce the level of risk, perceived or real, when traders must deal with different languages, currencies, and regulatory systems. With USAID ATP's assistance, Nigerian traders have successfully engaged in trade with Burkinabe counterparts since the 2009 Fada N'Gourma trade fair. During the period under review, USAID ATP sought to help COFENABVI engage Nigerians traders in Nigeria, including on an organization-to-organization basis.



Meeting between COFENABVI executives and livestock traders of Ibadan, Nigeria

On March 10-13, USAID ATP organized a business linkage trip to Ibadan and Lagos, Nigeria, for five executives of COFENABVI to visit with executives of the Lam Adesina Livestock, Sheep and Goat International Markets in Akinyele, outside Ibadan, and the Lagos Abattoir Livestock Association at Oko. Nigerians showed their hosts the different banks, security posts and accommodation facilities within these two markets to answer one of COFENABVI's concerns about security issues when trading within Nigeria.

Executives from the Malian livestock federation (FEDEVIM), FRM (trader's initials) and Agro Allied Services (a firm that slaughters about 30 animals per day for various chain stores in Lagos) agreed to start business relationships with a test of 120 cattle. Malians will sell the under contract and bank guarantee, following inspection by FRM. Another test was agreed on between the Burkinabe livestock federation (FEDEVIB) and Dearing Consulting, a company that supplies meat to various Nigerian universities. FEDEVIB will bring 100 animals from Burkina Faso to Olodo, in southwest Nigeria, and Dearing Consulting will inspect the animals and make a 50% down payment. The balance will be paid upon delivery to Lagos if the consignment is satisfactory. USAID ATP will assist the parties and monitor the execution of these deals.

5.3.2 BUSINESS LINKAGES IN THE MAIZE VALUE CHAIN

Expanding women's trade opportunities at Dakar food/trade fair

The activity is reported under gender (section 9.1)

Opening up the West African Grains Network to Dawanau Market Development Association

The Dawanau cereal market in Kano, Nigeria, is the largest in West Africa, and possibly in the continent; it attracts trade from West and Central African countries and others as far away as Algeria, Libya, Syria, India and China. As with livestock trade, thus far, there have been mostly individual trader-to-trader connections and few business linkages between established producer/trader associations. On March 10-13, USAID ATP brought together CIC-B, representing the emerging West African Grains Network (WAGN), and the Dawanau Market Development Association (DMDA), which manages the Kano market, for an initial contact.



Dawanau cereal market

As they learned valuable lessons in the organization and operation of the DMDA, the West Africa Grains Network members also initiated business partnerships with DMDA. They concluded their discussions with a proposition for DMDA to join WAGN and play the influential role that befits its importance in the region's largest economy. CIC-B suggested organizing a regional workshop that would establish the DMDA as the Nigerian focal point of the WAGN.

USAID ATP and E-ATP will support the organization of such a workshop.

DMDA and WAGN

Created in 1994, DMDA is made of 17 associations representing various products, such as maize, millet sorghum, beans, peanuts, cassava, yam, livestock etc. The market comprises 5 trading zones: (i) Yan Doya roots and tuber market, with 5,000 warehouses; (ii) Yan Wake sesame and soya beans market, with 10,000 warehouses; (iii) Yan Garia processed cassava (gari) market, with 7,000 warehouses; (iv) Yan Hatsi cereal market, with 8,000 warehouses; and (v) Tashi, a parking lot, where the DMDA MIS is located.

WAGN was represented by 8 executive members of producer apex organizations from Senegal, Mali, Burkina Faso and Ghana and traders and processors from Burkina Faso. USAID E-ATP and ATP supported the emergence of the network, which covers millet, sorghum and rice, as well as maize, under the leadership of CIC-B.

WAGN's representatives also visited two large processing companies: the IRS Mills Company, which specializes in parboiled rice, and Dala Foods Nigeria Limited, which has recently invested in the production of a maize and millet porridge plant. The company is interested in buying high-quality cereals and is opened to establishing trade partnerships with cereal suppliers in the region. Participants found these opportunities worth exploring.

Senegalese cereal buyers linked with Burkinabe and Malian suppliers

During a maize and millet/sorghum value chains evaluation mission in Senegal in February 2010, exchanges between processors and traders from the country indicated that they were unable to buy high-quality cereals in Senegal, so they had to import maize and millet from India and Brazil. At the same time, producer organizations and traders in Burkina Faso and Mali had

developed successful marketing experiences with WFP, SONAGESS of Burkina Faso and the Commissariat for Food Security in Mali - all structures demanding high-quality cereals. It appeared then these Burkinabe and Malian cereal organizations could supply Senegalese processors with the quality of cereals demanded.

On March 21-28, USAID ATP organized a business trip for five major cereal processors from Senegal to visit well-established cereal suppliers from Mali and Burkina Faso: in Burkina Faso, the UGCPA and UPPA-H, both of which commercialize over 1000 tons of high-quality cereals per year; and in Mali, the *Union des coopératives Faso Jigi* and CEMK.



Visit to Dala Foods Nigeria Ltd factory

The result of that business linkage trip was the purchase of 400 tons of maize by a Senegalese processor from a trader from Burkina Faso with the objective to buy another 200 tons after this first experience. The Senegalese processor *l'Association des transformateurs de céréales locales* (ATCL) is interested in organizing with other Senegalese processors group purchases with UGCPA so as to negotiate better prices and to establish longer-term business relationships.

The processor *La société générale d'investissement et de commerce* (GIC) of Senegal wants to initiate contract farming with UGCPA and UPPA-H, both from Burkina Faso, and eventually with CEMK from Mali. The processor has requested USAID E-ATP's support in developing the contracts. USAID ATP will follow-up on these emerging intra-regional trading opportunities.

5.3.3 BUSINESS LINKAGES IN THE ONION/SHALLOT VALUE CHAIN

Rose Eclat's attempt to penetrate the Nigerian market

The project learned a valuable lesson in its support for the attempts of the women-owned Rose Eclat Company to penetrate the Nigerian market. Although the potential partner identified by the project, Yuswas Nigeria Limited, showed keen interest in importing and distributing Rose Eclat's dried onion and other processed food products in Nigeria, it found the products lacking in two key areas: labeling, and more importantly, the mandatory National Food and Drugs Administration and Control (NAFDAC) certification that the product is fit for human consumption. To penetrate the high-end market segments, Rose Eclat must adapt to the formal rules and regulations of the country in question.

Environmental mitigation

Cross-border livestock trade has the potential for many adverse environmental impacts, including overgrazing, noise pollution and reduced environmental services due to degradation of ecosystems. During the quarter under review, USAID ATP facilitated initial business contacts between livestock stakeholders from Sahelian countries and Nigerian buyers. In the next weeks, when business deals are realized, USAID ATP will promote best practices (during pre-loading, loading and transport of animals), as outlined under EGSSAA guidelines.

In the maize value chain, developing intra-regional business linkages through fairs and business visits may contribute to increased agribusiness development and, as such, received a Negative Determination with Conditions. Therefore, USAID ATP raised awareness among its partner firms and organizations about environmental issues and best practices (e.g. on cereal processing) as outlined in EGSSAA guidelines.

The USAID ATP technical team and the project partners did not face any specific environmental challenge.

6. OUTCOME 3: MORE EFFECTIVE ADVOCACY BY ACTORS FOR POLICIES IN SUPPORT OF A CONDUCTIVE ENVIRONMENT FOR INCREASED REGIONAL AGRICULTURAL TRADE

USAID ATP addresses this outcome through **Component 3: Capacity Building for Private Sector Advocacy**. The activities under this component build on the project's institutional and organizational strengthening efforts (Outcome 2) and relate to the reduction of agricultural trade policy barriers in the region (Outcome 1). They contribute to IEHA Element Outcome: Improved Agricultural Enabling Environment.

6.1 REGIONAL ADVOCACY PLANS BY VALUE CHAIN

The development of regional advocacy plans by value chains integrates the results of activities undertaken under various tasks. These include the road harassment and logistics work and the trade policy barrier activities (Outcome 1), as well as the value chain development plans (Outcome 2). Regional advocacy plans aim at guiding the advocacy process to address the priority policy issues at both the regional and national levels. The plans also help national organizations align their advocacy efforts with the broader regional advocacy plan to ensure that actors throughout the region are working toward a shared vision.

In January and February 2011, USAID ATP supported the second update of the regional advocacy plans of COFENABVI and the WAGN (under CIC-B's leadership). The two organizations developed their advocacy plan in FY 2009 and followed up with a first update in FY 2010. Through a series of regional meetings, the organizations discussed past advocacy activities, drew lessons learned, and prioritized issues. The final updates of their advocacy plans are expected by the end of June 2011.

In the onion value chain, national onion associations from Burkina Faso, Ghana, and Mali (all members of the ORO/AOC) updated the advocacy plan developed in December 2010. The ONFO's tour drive sponsored by USAID ATP (see section 5.2.3) presented the advocacy plan to members on the ground. A final version of the regional advocacy plan is expected by the end of June 2011.

Environmental mitigation

All advocacy activities undertaken during the quarter under review were classified under a Categorical Exclusion. The USAID ATP technical team and the project partners did not face any specific environmental challenge.

6.2 ADVOCACY ASSISTANCE AND GRANTS TO SELECTED APEX AND VALUE CHAIN ORGANIZATIONS

USAID ATP's grant allowed CIC-B to follow-up on activities initiated the previous quarter to help national chapters align their national advocacy platforms with the regional advocacy plan. The network also continued compiling information on administrative procedures and quality norms required by various countries to export cereals to raise members' awareness about these rules and regulations.

Environmental mitigation

All advocacy activities undertaken during the quarter under review were classified under a Categorical Exclusion. The USAID ATP technical team and the project partners did not face any specific environmental challenge.

6.3 SUPPORT OF KEY ADVOCACY EVENTS

Stakeholder advocacy meeting with ECOWAS

A major goal of USAID ATP is to raise value chain stakeholders' awareness about regional regulations and policies and to support their advocacy efforts to minimize these policies' adverse effects on their businesses, the regional economy, and food security. To assist regional value chain associations in implementing their regional advocacy plans and addressing policy issues identified as constraints to expanded intra-regional trade, USAID ATP, in partnership with USAID E-ATP, organized an advocacy event at ECOWAS headquarters in Abuja on March 7-9 (see also Outcome 1).

The event consisted of (i) an official opening ceremony presided by the vice-president of the ECOWAS Commission; (ii) meetings with commissioners, directors and technical officials of the trade, customs, industry and free movement departments; and (iii) a visit to the ECOWAS parliament, followed by a working session with the parliament's general secretary. The event culminated in the presentation and formal submission of advocacy letters to the ECOWAS Commission presidency.

Each of the advocacy letters was prepared by its corresponding regional value chain organization, with assistance from USAID ATP. Each letter describes current



USAID ATP and E-ATP partners and staff visiting the ECOWAS parliament

trade barriers impeding intra-regional trade in the corresponding value chain, and recommends detailed solutions.



The vice-president of the ECOWAS Commission (second left) during the opening ceremony



Participants discussing trade barriers with ECOWAS officials

The ECOWAS advocacy meeting was a great success for several reasons. First, as noted by the vice-president of the ECOWAS Commission, it was the first time that such a high number of private sector representatives from agricultural value chain associations met with the Commission. (In August 2009, three representatives of USAID ATP visited ECOWAS.)

Second, the advocacy event enabled several representatives from the millet/sorghum, rice and poultry value chain associations to have extended face-to-face meetings with ECOWAS officials. During those meetings, they were provided with an opportunity not only to describe in detail major constraints to the development of their respective value chains and articulate specific concerns, but also to discuss how the ECOWAS Commission could assist with the enforcement of regional rules governing intra-regional trade in their respective areas. Specific proposals included:

- Information and sensitization campaigns (for customs, police and security services)
- Ending the widespread practice of seasonal cereal export restrictions
- ECOWAS support to member countries seeking avian-influenza-free status
- Harmonization of regional cereal norms and standards
- Harmonization of documents to ease border crossing
- Inclusion of professional associations in ECOWAS regional and national committees
- Support of institutional capacity-building programs of the professional associations

Third, the meetings provided ECOWAS with an opportunity to receive direct feedback from regional private sector organizations on the most important agricultural trade constraints and how they can be alleviated.

Fourth, the advocacy event strengthened value chain actors' knowledge of the ECOWAS Commission in terms of its internal organization, roles and responsibilities of its institutional bodies, and what ECOWAS can and cannot do to assist them. The advocacy event also underlined the critical need to carry out complementary advocacy activities at the national level.

Fifth, following the visit to the ECOWAS's Commission, USAID ATP conducted an after-action review, during which each value chain representative developed several follow-up actions, including specific advocacy activities to be incorporated into each association's existing advocacy plan that had been developed with USAID ATP assistance.

Preparations for a livestock policy advocacy letter to be addressed to Mali's president

Malian livestock stakeholders were granted in 2010 their request to have the president of Mali chair a livestock policy day to be organized the following year. On that day, stakeholders intend to present a livestock policy advocacy letter with priority actions appealing directly to the president to take action to boost livestock production, processing, and trade to contribute to the country's and the region's economic development. On February 17-18 in Bamako at the request of FEBEVIM and COFENABVI, USAID ATP lent technical and financial support to these organizations in the organization of a workshop to plan for the livestock policy day and prepare the advocacy letter.

Over 200 delegates from all regions of Mali actively participated in the workshop, co-chaired by the Minister of Livestock and Fisheries of Mali and the president of FEBEVIM. Participants worked in three sub-committees along three key areas of the livestock value chain: production, processing, and marketing (the latter chaired by the USAID ATP livestock value chain leader). Each subcommittee identified priority themes for the advocacy letter. The key priorities encompass the project's own priorities for the livestock value chain, including the following: (i) reduction of policy-related trade barriers, particularly the elimination of the requirement of the governors' authorizations for livestock export; (ii) establishment of a badge system to reduce the incidence of road harassment and facilitate cross-border trade; (iii) increased participation and voice of livestock value chain actors in official debates; and (iv) improved access to credit. The project offered to assist the Malian livestock organization to finalize the letter and plan the advocacy day, which awaits the president's decision.



Malian livestock stockholders attending the policy letter preparatory workshop

Environmental mitigation

All advocacy activities undertaken during the quarter under review were classified under a Categorical Exclusion. The USAID ATP technical team and the project partners did not face any specific environmental challenge.

7. OUTCOME 4: PROMOTING EFFICIENCY OF REGIONAL VALUE CHAINS

7.1 MARKET INFORMATION SYSTEM

The objective of the project market information system is to provide relevant, timely information to assist value chain stakeholders in their market decisions. During the period under review, the project has worked on the activities summarized below.

User registration

The USAID ATP/Esoko platform now counts over 15,000 registered users. The project has had difficulty attracting additional new users mostly as the result of Esoko's slow transition from Tradenet.biz to Esoko Networks. Also, the poor performance of our Ivoirian MIS partner, ANOPACI, has been further compounded by the Ivorian crisis. The project will continue to report the number of new registered users, but will also focus on ensuring that those already registered get the full benefit from the platform, as it starts to be fully functional.

TABLE 4: NEW USERS REGISTERED ON ESOKO PLATFORM, JANUARY – MARCH 2011

Country	Burkina Faso	Ghana	Côte d'Ivoire	Mali	Nigeria	Total
New users	84	800	17	108	128	1,093

Source: Esoko Networks

Bids and offers uploading

Bids and offers are uploaded either by market enumerators on behalf of value chain actors or by these actors themselves. Table 5 shows bids by country and value chains for the period; while Table 6 shows offers.

TABLE 5: BIDS BY COUNTRY AND PRODUCT, JANUARY - MARCH 2011

Country	Number of bids and volume by product							
	Cereals		Cattle		Sheep & Goats		Onion/ Shallot	
	Bids	Tons	Bids	Head	Bids	Head	Bids	Tons
Burkina Faso	9	274	-	-	-	-	-	-
Ghana	35	1,016	28	2,282	11	5,500	7	1,803
Côte d'Ivoire	1	100						-
Mali	12	101	1	60			-	-
Nigeria	1	10	-	-	-	-	-	-
Total	104	6,991	29	2,342	11	5,500	7	1,803

Source: Esoko Networks

TABLE 6: OFFERS BY COUNTRY AND PRODUCT, JANUARY - MARCH 2011

Country	Number of offers and volume by product							
	Cereals		Cattle		Sheep & Goats		Onion/Shallot	
	Offers	Tons	Offers	Head	Offers	Head	Offers	Tons
Burkina Faso	10	345	2	150				
Ghana	39	29,307	24	1,428	10	632	19	243
Côte d'Ivoire	2	660	60	2,830	14	2,339	-	-
Mali	14	11,146	8	6,232	-	-	-	-
Nigeria	22	10,723	1	100	-	-	-	-
Total	288	70,249	95	10,740	24	2,971	19	243

Source: Esoko Networks

The political crisis of Côte d'Ivoire affected cross border trade with Mali and Burkina Faso, particularly in livestock. In Mali and Burkina Faso, enumerators posted few bids and offers on livestock, while enumerators in Côte d'Ivoire uploaded little information for value chain actors targeting these countries. In Bouaké, northern Côte d'Ivoire, three livestock traders posted 60 offers to sell 2,830 cattle during the crisis. They were able to supply the Bouake market from Malian and Burkina livestock, but could not move cattle to Port Bouet in the south. In Ghana, enumerators are collecting more accurate data since the MIS specialist conducted the survey of the bids and offers data collection on the 10 markets followed by the project. Before this activity, bids and offers volumes were very low in Ghana. In Nigeria, livestock value chain actors are not yet sensitized and trained to post bids and offers. The MIS specialist in Kano is developing training programs to address this issue.

Bids and offers data monitoring and evaluation

The project has worked with Esoko to design a system of monitoring bids and offers posted on the platform using SMS. These efforts, however, have not yet born fruit because Esoko wants to include this monitoring within a broader framework to harvest more information from users of the platform. What to include in this broader framework and how to ensure that users are trained to understand and respond to the queries has proven extremely difficult. Because of this, while still working to have Esoko slim down this platform, the project will attempt to design a phone survey using stratified random sampling to provide estimates of the number and volume of

bids/offers realized by period. Phone (voice) interviews hold more promise, as respondents can easily follow instructions and provide more accurate answers in real time.

Facilitating cereal exchanges

The project continued to organize cereal exchanges in collaboration with partners to promote trade and the use of the Esoko platform. During the quarter under review, AMASSA, in partnership with other organizations, organized five cereal trade exchange events through the promotion of the Esoko MIS platform to facilitate grain transactions in Niono, Sévaré, Kita, Koutiala and Ségou. Offers to sell 16,340 tons of maize and bids to buy 5,610 tons of maize were recorded, and 14 contracts were signed for a value of \$716,000. Most of these deals are for delivery within Mali, but some of these purchases may well end up as cross-border trade.

Assessment of Esoko Ghana 's data collection

USAID ATP also continued to review the Esoko Network setup to suggest solutions for improvement. From February 25 to March 3, the ATP MIS specialist and Esoko Ghana MIS manager visited data collectors in Ghana to assess enumerators' data collection methods, review the market situation, and consult value chain actors to identify potential trade opportunities. USAID ATP and Esoko facilitated a workshop that suggested changes in the collection and posting of bids and offers. USAID ATP and Esoko also agreed to change the mix of markets so that Esoko Ghana will consider markets key to the trade of its value chain products. For example, the maize markets of Bolgatanga, Wa and Bawku will be replaced with the maize markets of Ejura and Techiman.



Consultative meeting workshop in Kumasi

Market facilitators and MIS managers' consultative meeting

The project uses the market information system and market facilitation to promote intra-regional trade. Periodic meetings between market facilitators and MIS managers help ensure that synergies are generated between the two activities. USAID ATP joined with USAID E-ATP to organize such a meeting from March 28 to April 2 in Ouagadougou. The fifteen participants (market facilitators from Benin, Côte d'Ivoire, and Senegal, and MIS managers from Ghana, Mali, Nigeria and Côte d'Ivoire) worked on the following: (i) review of the MIS and market facilitators activities for the last six months; (ii) identification of ways for better collaboration between market facilitators and MIS managers in terms of market data dissemination and trade facilitation; and (iii) monitoring of trade transactions in order to measure the impact of trade facilitation efforts. MIS managers will ensure that each market facilitator has regular information and plays a role in market facilitation. Market facilitators will report and follow up on all opportunities they have identified.

Esoko tools and services

Esoko continued to promote its new services. Most of these services were previously available on the Tradenet.biz platform, but could not be easily transferred to the current platform. Two advanced trainings on the Esoko platform were organized for ATP MIS partners in Burkina Faso and Mali in March for 33 supervisors and enumerators (including four women); a third workshop was organized for 12 participants including MIS managers and project market facilitators. At these workshops, Esoko introduced the following tools and services:

- *Networks & contacts* service allows each association/organization to create its own private network and organize members based on location, occupation or value chains; members can communicate through SMS at reduced rates; members can share bids/offers among themselves and with any affiliated organization on Esoko.
- *Mobi* enables users to upload prices and offers or requests for prices without the need to refer to SMS codes sheets or syntaxes established by Esoko. Mobi is a graphic, Java-based application showing product icons and using mobile phone menus to request and upload prices, bids and offers on the Esoko platform. Mobi has been translated and is available in French for MIS French-speaking countries.
- *Easy SMS* can create a mobile alert and make it public by giving it a submission code. Registered or unregistered users can subscribe to that alert using the submission code.
- *SMS Push!* service allows one to send a single SMS message to a number of people at a time, whether registered or not.

Training users to use the Esoko platform:

On March 7-11, APROSSA trained 58 members of FEPPASI in the use of the Esoko platform. These trainees were master trainers who will later train the rest of the organization's members through cascade trainings to use market information to facilitate market transactions. The trainees learned about uploading and disseminating prices, bids and offers on the Esoko platform.

in January 2011, APROSSA also initiated a training program for *Centrale des producteurs de céréales (CPC)* Togo. As part of a partnership between the two organizations, with the project's support, APROSSA will train enumerators, monitor their market information system for two years in Togo's main regions, including in Kara, Sokodé, and Atakpamé.



AMASSA MIS Manager making an Esoko presentation to Cereal VC Stakeholders

Exploring synergies and alternatives

Nokia Ovi Life Tools platform provides a range of voice and SMS-based services through subscriptions to plans offered by mobile companies. Such services include

the following: market price information, weather information, agricultural extension services, health and education services, as well as entertainment. Following successful launches in India, Indonesia and China, Nokia introduced Life Tools in Nigeria in 2010 in partnership with two of Nigeria's largest mobile providers, Glo Mobile and Airtel, which together provide access to this platform nation-wide in three languages (English, Hausa, and Pidgin English). Subscription is N250 (€1.25) for the agriculture service, and N200 (€1) per month for all other subscriptions. Nokia recently signed an agreement with MTN, one of Ghana's leading mobile providers, and observers expect Life Tools to be



introduced in Ghana in the near future. Life Tools opens new possibilities for providing real-time market information with a proven sustainable business model—different from the Esoko's franchise/license model, which has difficulty taking off. The project is eager to explore these opportunities, eventually in a new partnership with Esoko.

.Manobi, which operates from Senegal, is another MIS platform that offers its services without a license. USAID E-ATP has contacted Manobi to help develop its poultry MIS. Manobi, which has built value chain development into its services, unlike Esoko, covers many more products, including cereals. This partnership could benefit USAID ATP as well.

Challenges

- ANOPACI, the USAID ATP MIS partner in Côte d'Ivoire, has shown willingness to maintain its services. However, the Ivorian political crisis has set them back. They cannot upload the information, as SMS service was cut off in the country. Besides, it was too risky to venture to marketplaces to collect market information.
- Esoko's database needs some cleaning up. Profiles of many beneficiaries are incomplete, which prevents a detailed analysis of who's who to target our services. The project will explore ways to complete these profiles and investigate other users' characteristics, including through a phone survey, rather than relying only on SMS.

Environmental mitigation

All market information collection and dissemination activities undertaken during the quarter under review received a Categorical Exclusion under the applicable IEE. The USAID ATP technical team and the project partners did not face any specific environmental challenge related to these activities.

7.2 MOBILIZATION OF ADDITIONAL FINANCE THROUGH ACCESS TO CREDIT

USAID ATP's strategy to mobilize finance for agribusinesses and intra-regional trade in livestock, maize, and onion/shallot value chains is based on a three-pronged approach: (i) assisting value chain actors to access finance by improving their capacity to develop bankable business plans and successfully apply for loans; (ii)

facilitating the transfer of funds related to trade within value chains; and (iii) strengthening the capacity of selected financial service providers to evaluate creditworthiness and the risks associated with lending to agribusinesses.

7.2.1 MAIZE VALUE CHAIN

Business plans for Ghana-based agribusinesses involved in intra-regional trade

Ghanaian associations and firms involved in intra-regional trade in maize

Agribusiness and Trade Association (AGRITA), with headquarters in Adidwan (close to Ejura, Ghana) is a registered, farmer-based association doing business with the Export Promotion Council; AGRITA, which is affiliated with the Ghana Agricultural Producers and Traders Organization (GAPTO), produces about 18,000 tons of maize a year, most of which is exported through Ejura and Techiman. AGRITA members have participated in integrated pest management training programs jointly organized by the project and CropLife. They have also benefitted from other assistance, such as the District Poverty Alleviation Fund and some members have won the National Farmers Award. AGRITA has estimated its financing need at GHC 641,400.

Ejura Maize Value Chain Association, with headquarters in Ejura, is an interprofessional maize organization, which comprises producers, post harvest handlers and traders. The association is affiliated with GAPTO. From 2008 to 2010, the association exported 650 tons of maize with gross value of GHC 399,860 to customers and processors in Burkina Faso. Estimated financial needs are GHC 380,450 for farmers and GHC 283,200 for traders, totaling GHC 663,650 for financing.

Pens Food Bank Enterprise was incorporated in 2001 and began operation in maize value chain activities in 2009, especially in storage and marketing, in partnership with the Ejura Maize Value Chain Association and GAPTO. Pens Foods Bank Enterprise is operating a 500-ton capacity warehouse and has a 5-ton capacity mechanical dryer. Partners of the enterprise comprise 19 exporters and importers operating in maize export to Burkina Faso, and cowpea and onion imports from Burkina Faso and Niger. The limited capacity of the facility needs to be expanded by an additional 1,000-ton storage capacity and a more efficient dryer. The total cost of the investment and expansion storage facility is estimated to be \$150,000.

Techiman Export/Import Association of Grains is the major export-import maize and coarse grain trader in Techiman. It includes 28 wholesalers, of which 15 are women. The association is registered with an elected board and functions mostly by pooling resources to hire trailers for maize, sorghum and cowpea trade. Scarce working capital is the association's major constraint. Although it has partnered with microfinance institutions such as Opportunity International Saving and Loans for most of the small needs of the women traders, the association intends to leverage additional resources to boost the trading capacity of its members. Its working capital needs are estimated at \$100,000.

The USAID ATP maize chain assessment identified access to finance as a major constraint for value chain actors to upgrade their business and trade relations. This constraint is most often due these actors' lack of knowledge of loan application procedures, and more specifically to the absence, or poor-quality, of their business plans. During the quarter under review, USAID ATP reviewed and validated project-supported business plans for GAPTO's maize producer/trader organizations trading with Burkina Faso, Niger, Benin, Togo, and Nigeria. These included the Agribusiness and Trade Association (AGRITA), Ejura Maize Value Chain Association (EMAVACA), Pens Food Bank Enterprise in Ejura, and Techiman Export/Import Association of Grains (see text box).

Pens Food achieved enough progress to develop a loan application, which USAID ATP helped with its submission to the Grassroots Business Fund (a social investment fund) and to Oikocredit for appraisal. The three other organizations needed further support to finalize their operations manuals, dashboard of indicators and other business plan-related documents. USAID ATP initiated a linkage between these organizations and the Empretec Ghana Foundation, a lead capacity building and business development service provider.

CIC-B

Following up on the business plan for CIC-B, the project reviewed the loan application of \$1,120,000 requested by CIC-B for the procurement of agro-inputs for its members. The financial specialist suggested a few adjustments, and once done, will facilitate the linkages between CIC-B and financial institutions.

7.2.2 ONION VALUE CHAIN

As is the case with the maize value chain, after reviewing and validating the business plan for the GAPTO-affiliated Progressive Cooperative Onion Farmers and Traders Association (Ghana), USAID ATP facilitated a loan submission for the association to the Grassroots Business Fund and to Oikocredit. Results of the appraisal are expected in the next quarter.

7.2.3 INOVA MOBILE FUND TRANSFER AND PAYMENT PLATFORM

Between March 23 and 30, through a USAID ATP contractual agreement, INOVA organized a training program on its electronic payment platform. A total of 21 microfinance employees from six different cities in south Burkina Faso followed training modules on the use of INOVA services to transfer funds electronically. During the training, transfers were demonstrated and tested by participants. INOVA also broadcast presentation messages on local radios and in local languages, and organized promotional events. As a result, 364 persons opened an e-wallet and total transfers during this period amounted to more than 24 million Fcfa, about \$50,000 (for more details, see text box). USAID ATP will continue assisting INOVA in the next step, which is to demonstrate and promote cross-border fund transfers with Ghanaian traders.

Results obtained by INOVA during its training campaign (March 23-30, 2011) in South Burkina Faso

Location of the microfinance institution	Number of e-wallets opened	Number of new traders accepting e-payments	Deposits (Fcfa)	Payments made (Fcfa)	Transfers (Fcfa)	Value of all transactions (Fcfa)
Manga	87	03	82 500	120 900	-	203 400
Po	31	01	47 000	4 821 545	9 094 000	13 962 545
Kombissiri	108	00	48 000	526 966	9 020 400	9 595 366
Zabré	23	02	43 000	47 843	145 843	155 000
Gombousgo	64	00	103 400	73 572	52 000	228 972
U						
Béré	51	00	109 000	15 249	-	124 249
TOTAL	364	6	432 900	5 506 075	18 321 400	24 360 375

Note:

e-wallet opened: INOVA account linked to the phone SIM card and opened within the microfinance institution

New traders accepting e-payments: new traders subscribing to INOVA services and accepting electronic payments. On March 30, there were 204 traders accepting e-payments in Burkina Faso.

Deposits: amounts deposited by customers on their e-wallets

Transfers: Funds sent to e-wallets or received from e-wallets.

Value of all transactions: value of payments and transfers linked to an e-wallet

Environmental mitigation

Access to credit activities have the potential to adversely impact the environment and thus received a Negative Determination with Conditions under the applicable IEE. Environmental review forms (ERF) were completed for every contractual agreement signed with subcontractors to develop business plans; when activities showed high, moderate or unknown risks, an environmental review report (ERR) was completed and submitted to USAID for clearance. USAID ATP implemented mitigation measures proposed in the ERR for CIC-B business plan as well as for the five business plans in Ghana: the project requested that subcontractors insert a section on environmental mitigation and monitoring in the finalized business plans, and the project shared with subcontractors and beneficiaries best practices as outlined in relevant EGSSAA guidelines (agriculture and irrigation; pesticide procurement; inorganic fertilizer).

Facilitation of fund transfer received a Categorical Exclusion under the applicable IEE.

The project did not confront any specific environmental issues related to these activities.

7.3 MOBILIZATION OF ADDITIONAL FINANCE THROUGH WAREHOUSE RECEIPTS

USAID ATP continued to support the Ghana Grains Council (GGC) through a grant (May 2010 – April 2011) and to participate in GGC's meetings to contribute ideas

and draw lessons for setting up similar systems elsewhere in the region. The GGC will convene a general board meeting in September, which will provide the opportunity for an official launch of the warehouse receipt system (WRS), and for USAID ATP to organize a regional workshop to share lessons learned with regional stakeholders. In the meantime, new partners have joined the warehouse receipt system in a new Warehouse Receipts Joint Monitoring Committee (WRSJMC). It has membership from the Ministry of Finance and Economic Planning, the Ministry of Food and Agriculture, the Ministry of Local Government, the Ghana Standards Board, and the Agricultural Development Bank, with the donor community as observers (including USAID and the World Bank). The mandate is to get government agencies involved in the GGC Warehouse Receipts Project and to give it support. The team will monitor the progress of the development of the receipts system.

Environmental mitigation

Not applicable as no activity was funded by USAID ATP during the quarter under review.

7.4 MOBILIZATION OF ADDITIONAL FINANCE THROUGH LEVERAGE

Environmental mitigation

USAID ATP is conducting due diligence of its potential PPP partners. In addition, the project screens joint activities planned under each PPP (completion of an ERF and of an ERR when activities show high, moderate or unknown risks). During the quarter under review, USAID ATP started these pre-partnership assessments, but has not yet completed them. Once finalized, the due diligence documents, ERFs and ERRs will be submitted to USAID for clearance before field activities start.

8. ENVIRONMENT - STATUS OF MITIGATION AND MONITORING

USAID ATP takes environmental compliance very seriously, especially as it pertains to achieving project objectives and reinforcing the project's sustainable impacts. Best practices contribute to improved competitiveness, through improved quality and increased efficiency of value chains, and thus reduced costs; this often implies a decrease in resource use and in the streams of waste as well.

Specific mitigation and monitoring measures implemented during the January – March 2011 quarter are indicated in each technical section of this quarterly progress report. USAID ATP implemented mitigation measures as planned in the FY 2011 *USAID ATP Environmental Monitoring and Mitigation Plan (EMMP)*, whenever an activity received a Negative Determination with Conditions.

USAID ATP carries out environmental screenings for activities conducted under new contractual agreements. The project prepares ERFs for every professional service agreement it signs. When ERFs identify activities as very low risk and judge that they would receive a categorical exclusion under the applicable IEE, USAID ATP keeps them on file. When activities are identified as having a potential impact on the environment, the ERF and ERR are submitted to USAID for clearance. Moreover, during the process of PPP and grant development, USAID ATP conducts a pre-award review, which includes a due diligence of the partner and a screening (through an ERF) of joint activities proposed in the PPP or grant. In order to conduct the due diligence, the project uses a checklist that includes environmental considerations such as the existence of environmental procedures and documentation, awareness/training of the staff regarding environmental issues, and the implementation of mitigation measures. During the quarter under review, one grant and two subcontracts were developed; no PPP were finalized.

USAID ATP asserts that all activities implemented during the January – March 2011 quarter were such that their approved determinations under Regulation 216 remained valid. USAID ATP did not observe or learn of any specific environmental issue requiring USAID's attention.

9. CROSS-CUTTING AREAS

9.1 GENDER

For the January-March 2011 quarter, USAID ATP's gender mainstreaming activities focused on three areas: access to finance for women individuals and organizations; integrating gender equity in the projects' value chains; and expanding trade opportunities for women value chain actors.

Facilitating women's access to finance

It is well known that West African women entrepreneurs have little access to finance to conduct and expand their businesses. To design programs to assist women actors involved in its value chains, USAID ATP undertook a needs assessment survey of the following project-supported women's organizations: *Réseau des transformatrices de céréales du Faso* (RTCF, the Burkina Faso women cereal processors network), GAPTO, and the onion processor group NAFA (meaning *prosperity* in local language) in Burkina Faso. The project developed a data collection guide and initiated data collection in Burkina Faso in March 2011. A second field survey will cover Ghana in April-May 2011. The project will analyze the survey data in the April-June period and design an action plan to assist these women groups.

Value chain gender integration

Several activities were undertaken this quarter to heighten awareness about the need for gender equity throughout all the value chains.

"Integrating Gender: A Step-by-Step Guide for Mainstreaming Gender in Value Chains," was printed in French, and distributed to all value chain leaders. The English version is in progress.

The gender specialist, who is shared with USAID E-ATP, gave a presentation on taking gender into account during the March 1-4 training-of-trainers on integrated cereal crop management in Bobo Dioulasso. Accompanying documents were shared with trainers and participants, and subsequent inclusion of women in future cascade trainings will be monitored.

Expanding women's trade opportunities at Dakar food/trade fair

Women processors of local cereals generally have few opportunities to showcase their products and establish business linkages at the regional level. On February 2-13, USAID ATP, joined by USAID E-ATP, sponsored the participation of eight women entrepreneurs in the maize, millet/sorghum, rice and onion value chains at the premier regional trade fair venue in West Africa: the *Foire internationale pour l'agriculture et les ressources animales* (FIARA), Dakar. FIARA brings together actors in the processing industries to exchange ideas, learn about new technologies, and act upon regional trading opportunities. The women entrepreneurs got the opportunity to exhibit and sell their products, and establish business contacts for future delivery contracts. Over 350 processors attended the trade fair, which



Rose Eclat, an onion processor supported by USAID ATP and E-ATP, selling its wares at the February international trade fair in Dakar.

attracted over 9,500 visitors. The project will follow up with the women network to assist them with following through on the business leads developed during the trade fair.

Environmental mitigation

Data collection activities, capacity building in value chain gender integration and USAID ATP's participation in the debriefing with stakeholders sponsored to attend the FIARA did not have significant adverse effects on the environment. The project did not face any specific environmental issue related to these gender activities.

9.2 COMMUNICATIONS

Activities undertaken by the communications unit during the period under review include the following:

9.2.1 PUBLIC INFORMATION

Story development for the March 2010 issue of the quarterly newsletter, *Trade Catalyst*, included communications staff field coverage of the January 28 UEMOA meeting in Ouagadougou, the Mali livestock advocacy mission in Bamako on February 16-18, and the all-value-chains ECOWAS headquarters advocacy mission to Abuja, Nigeria, March 8-10. Staff also covered a partial data validation field trip as part of ongoing development of a substantial overview of the project's data collection role and impact on increasing the value and volume of inter-regional trade.

The USAID ATP English public information packets were augmented with a CD of an interview conducted earlier in the year with the chief of party for the Ghana television program, "Business Summit." (A French version is pending.) Poultry, mobilization of finance, institutional capacity building, livestock/meat, and onion/shallot fact sheets were created for the information packets, and were also translated into and produced in French.

The project initiated a weekly *Calendar of Activities* for updating client, partners and staff on a regular basis, and produced a new *In Brief* electronic communiqué. The objective of both is to provide project stakeholders with updated timely information on the project's activities and events.

The designs for all office signage and stationery were revised to address the new *Branding & Marking Plan*.

9.2.2 PRODUCTION

A new ATP brochure was produced in both English and French, conforming to the design created for the USAID E-ATP brochure produced in the first quarter FY 2011.

- An “Esoko Use Wallet Card,” as requested by market information systems, was written, designed, translated and both language versions were brought to “camera-ready” stage, with production pending.
- “Gender Mainstreaming, A Step-by-Step Guide to Integrating Gender into Value Chains,” was produced in French for use by the gender specialist in concert with the value chain leaders and the institutional capacity building team. The English version is in progress.

9.2.3 DOCUMENTATION

- ▲ *Documentation includes the following:*
- ▲ *USAID ATP brochure*
- ▲ *Trade Catalyst (March 2011)*
- ▲ *In Brief (March 16)*
- ▲ *USAID ATP value chain fact sheets*
- ▲ *Mobilization of Finance and Public-Private Partnerships fact sheets*
- ▲ *Photos: Coverage of ECOWAS mission and Mali Livestock Advocacy workshop*

9.2.4 INTERNAL COMMUNICATION

The communications manager and an associate spent time in the Ouagadougou technical office, where the associate goes on a regular basis for two weeks every six weeks, in order to provide direct communications support to our technical staff and activities. The communications manager also held a two-and-a-half hour writing workshop in Accra, March 24, for communications staff, focusing on story development from reports, notes and field coverage.

9.2.5 USAID ATP AND E-ATP WEBSITE

All lost and outdated website materials for the website www.agribizafrica.org have been restored and/or updated and uploaded onto the English pages. Work continued on addressing the slow speed of the site, recreating the French pages, and updating the newsletter link, which involves a different process than other pages.

9.2.6 SUCCESS STORIES

No USAID ATP success stories were submitted during the second quarter FY11 (though five were submitted during the first quarter), but at least two are promised for the third quarter: one on a PPP with EmbalMali, a manufacturer of mesh bags for better storage and transport of onions, and one on the reduction of bribes along all USAID ATP value chain trade corridors.

10. PROJECT MANAGEMENT

10.1 STAFFING

USAID ATP accepted two resignation letters from staff in its Ouagadougou office: Lucienne Bambara, Finance Manager, and Souleymane Belem, Office Assistant. These positions will be filled within the next quarter.

10.2 TRAVEL

The table below lists travel that took place between January and March 2011.

	Date of Travel	Countries	Travelers	Purpose
1	9/01/11 - 23/01/11	Burkina Faso Nigeria	Jonathan Coulter Alexis Aning	Conduct a study on commodity exchange in West Africa
2	16/01/11 - 23/01/11	Burkina Faso	Felix Deyegbe	Provide communications support to 2 regional workshops, regional training of professional organizations in managing cereal storage and forum on parboiled rice market study results
3	16/01/11 - 4/02/11	Burkina Faso	Christel Tshikudi	Carry out quarterly management and administrative assistance to the project office in Ouagadougou.
4	20/01/11 - 28/01/11	Ghana	Daouda Sakho	Facilitate contacts between financial institutions and selected partner organizations, and initiate negotiations between those organizations and financial institutions to improve access to credit
5	24/01/11 - 04/02/11	Burkina Faso	Camilo Forero	Conduct an internal audit of project financial operations at the project's Ouagadougou office, and assist in identifying a replacement for the Finance Manager who resigned
6	29/01/11 - 05/02/11	Senegal	Felix Deyegbe	Provide communications support to the value chain actors who will participate in FIARA
7	6/02/11 - 19/02/11	Benin Togo	Christian Amedo	Conduct a data validation exercise in selected markets in both countries
8	7/02/11 - 11/02/11	Burkina Faso	Brahima Cisse	Work in collaboration with the West African Trade Hub (WATH) on the harmonization of data collection on road harassments

9	9/02/11 - 12/02/11	Mali	Seydou Sidibe Paulette Lee	Participate in an advocacy workshop aimed at preparing a meeting between livestock value chain stakeholders and the president of Mali and develop feature stories for communication products
10	13/02/11 - 18/02/11	Ghana	Raphael Vogelsperger Seydou Sidibe	Attend a workshop organized by USAID/WA on the role of livestock within USAID's regional Feed the Future (FTF) program and work with Accra technical staff.
11	15/02/11 - 29/02/11	Mali Ghana	Paul Millogo	Assist the regional company <i>Africaine de Viande</i> in developing its business plan
12	04/03/11 - 06/03/11	Ghana	Rose Wanzie Seydou Sidibe Jules Sombie Frank Ofei Daniel Plunkett Issa Djibrilla	Prepare an advocacy meeting with ECOWAS to take place in Abuja
13	06/03/11 - 13/03/11	Nigeria	Rose Wanzie Seydou Sidibe Jules Sombie Daniel Plunkett Issa Djibrilla	Participate in the advocacy meeting with ECOWAS to discuss specific mechanisms that would help enforce regional trading rules through the policy watch system
14	6/03/11 - 12/03/11	Ghana Benin Burkina Faso	Labi Dahoui Dieudonné Kam Ali Issaka	Validate road harassment data
15	7/03/11 - 1/04/11	Mali Burkina Faso	Olivier Kabre Garcia Honvoh Gafar Ajao Kola Kuku	Organize and participate in the training of USAID ATP and E-ATP MIS managers, agents and market facilitators in the use of the new and advanced features of the Esoko platform for market data collection and dissemination
16	13/03/11 - 02/04/11	Mali	Christian Amedo Felix Deyegbe	Monitor and validate the quality of data provided to USAID ATP from selected onion, livestock and maize markets and develop feature stories for project communications
17	28/03/11 - 31/03/11	Togo	Frank Ofei	Participate in ECOWAS/UEMOA joint meeting to review the ETLs
18	31/03/11 - 15/04/11	Ghana Burkina Faso	Gloria Kessler	Prepare a status report on the projects' performance indicators and deliverables and develop an action plan for adjustment and completion

10.3 PROGRESS REPORT AND OTHER CONTRACTUAL DOCUMENTS

USAID ATP FY 2010 annual report and FY 2011 workplan as well as FY 2011 first quarter's progress report were reviewed and approved by the COTR in March.

10.4 SUBCONTRACT AGREEMENTS

In this quarter, USAID ATP entered into agreements with the following organizations:

	Period of Performance	Organization	Amount	Purpose
1	28/01/11 – 28/02/11	Inova S.A	FCFA 10,250,000	Assist with implementing the pilot mobile banking and transfer platform and make recommendations to expand the pilot to other financial institutions in West Africa
2	21/01/11 – 28/02/11	SOPROMAC SARL	FCFA 9,579,000	Elaborate a five-year business plan with the aim of mobilizing financing and increasing intra-regional trade deals in meat
3	15/02/11 – 15/04/11	ONFO	FCFA 4,317,685	Support ONFO through a grant that will allow it and its members to build their institutional capacity in order to contribute meaningfully to the improvement of onion production in Burkina Faso and advocate for an enabling environment for onion trade in West Africa

II. PIPELINE ANALYSIS

CONTRACT BUDGET CATEGORY	BUDGET AMOUNT	EXPENSES BILLED TO USAID THRU MARCH 2011	ACCRUED EXPENSES THRU 03/31/11	REMAINING BALANCE
DIRECT LABOR (including fringe)	2,998,923	2,184,611		814,313
OTHER DIRECT COSTS	3,035,178	3,067,958		-32,780
SUBCONTRACTS, CONSULTANTS, GOVERNMENT PROPERTY, GRANTS	7,509,641	4,162,287	202,927	3,144,427
INDIRECT COSTS	2,334,220	1,907,210	8,839	418,170
FIXED FEE	1,032,068	732,106	13,765	286,197
TOTAL	\$16,910,030	\$12,054,172	\$225,531	\$4,630,327

PIPELINE ANALYSIS

FUNDED AMOUNT (OBLIGATION)	\$14,333,536
TOTAL BUDGET	\$16,910,030
LESS ACCRUED EXPENSES THROUGH 03/31/11	\$12,279,703
OBLIGATION BALANCE ON 03/31/11	\$2,053,833
BUDGET BALANCE ON 03/31/11	\$4,630,327
MONTHLY AVERAGE BURN RATE (From May 1, 2008)	\$350,849
PIPELINE MONTH OBLIGATION AT CURRENT MONTHLY BURN RATE	6
PIPELINE MONTH BUDGET AT CURRENT MONTHLY BURN RATE	13
PROJECTED MONTHLY BURN RATE FOR NEXT QUARTER	\$260,000
PIPELINE MONTH OBLIGATION AT PROJECTED MONTHLY BURN RATE	8
PIPELINE MONTH BUDGET AT PROJECTED MONTHLY BURN RATE	18

12. PERFORMANCE MONITORING

The following summarizes the project's outcome and output indicators, with a detailed list of firms and organizations assisted during the quarter under review.

12.1 INTRA-REGIONAL TRADE

12.1.1 ONION TRADE

USAID ATP collects data on the onion trade transacted by members of GAPTO and the national chapters of ORO/AOC in Togo, Benin, and Côte d'Ivoire. For consistency with other trade data, onion imports are valued at free on board (FOB) prices and are reported as exports. As in previous periods, Ghana dominates the volume and value of intra-regional trade facilitated by the project (Table 7).

TABLE 7: VOLUME AND VALUE OF ONION TRADE BY COUNTRY IN SECOND QUARTER OF FY 2011

Producer/trader association by county	Volume (tons)	Value (USD)
Ghana (GAPTO)	18,009	9,709,938
Côte d'Ivoire (ORO/AOC)	1,432	1,340,786
Benin (ORO/AOC)	171	129,560
Togo (ORO/AOC)	293	331,828
Total	19,905	11,512,112

12.1.2 RUMINANT LIVESTOCK TRADE

USAID ATP monitors livestock trade carried out by two project-assisted organizations: COFENABVI, which controls livestock exports from Sahelian countries to coastal cities in UEMOA countries; and the Ghana Cattle Traders and Breeders Association (GCTBA), not yet a member of COFENABVI, which imports ruminant animals from Burkina Faso and Mali. Livestock is the largest component of the intra-regional trade facilitated by the project.

Burkina Faso and Mali recorded drastic reductions in the export of livestock to Côte d'Ivoire in this quarter. Livestock traders simply could not move animals through Côte d'Ivoire to Abidjan, the main cattle market. When compared with the second quarter of FY 2010, the total value of trade in livestock in FY 2011 decreased by about 12 percent (from about \$68.70 million in FY 2010 to about \$60.20 million in FY11). For cattle, total volume decreased by about 22 percent (from 116,580 to 90,390), and total value also depreciated by about 12 percent (from \$60.75 million to \$53.24 million). For sheep and goats, total volume decreased by about 11 percent in volume (from 113,347 to 100,635), while total value also decreased by about 12.3 percent (from \$7.96 million to \$6.97 million). Sheep/goat exports from Mali recorded a marginal reduction of about 4%, whereas in Burkina Faso it was 21%.

TABLE 8: VOLUME AND VALUE OF LIVESTOCK TRADE BY COUNTRY IN SECOND QUARTER OF FY 2011

Country	Cattle		Sheep/Goats		Total Trade		
	Head	Export Value (USD)	Number	Export Value (USD)	Total Cattle Head	Total Sheep/Goats	Export Value (USD)
Ghana GCTBA	30,470	21,700,676	-	-	30,470	-	21,700,676
COFENABVI Burkina	33,991	19,154,192	37,920	2,220,264	33,991	37,920	21,374,456
COFENABVI Mali	25,930	12,382,056	62,715	4,753,217	25,930	62,715	17,135,273
Total	90,391	53,236,924	100,635	6,973,481	90,391	100,635	60,210,405

Note: Total value is at FOB prices (i.e. value of intra-regional exports)

12.1.3 MAIZE TRADE

Four project-assisted organizations report maize trade handled by their members: the CIC-B, which trades with Mali and Côte d'Ivoire; Techiman and Ejura-based traders in Ghana; and in Mali, the Sikasso-based APLS and the Kayes Maize Export Association that focuses on trade with Senegal and Mauritania (Table 9)

Trade in maize, estimated at about 16,659 tons and valued at US\$ 3.64 million in the second quarter of FY10, dropped to 15,890 tons valued at US\$3.59 million in the same period of FY11, a marginal decrease in volume of about 5%. Apart from APLS and Kayes Maize Association, which recorded an increase in maize export of about 34% and 49% respectively, the remaining marketing channels recorded decreases. The Techiman marketing channel, for example, recorded 80% decrease, Ejura no export at all, and CIC-B decreased by 21%.

The application of the policy on axle load in Niger is still in force and maize exports from the coastal countries to the Sahel region, especially Niger, decreased over the period. Maize trade may have also dropped as a result of the unofficial ban of maize exports in Burkina Faso, Togo and Mali. Export of maize from Ghana dropped drastically because of the axle load policy, which is still in place, and the unattractive price at which the Nigerien traders buy the maize when it arrives in their markets.

TABLE 9: MAIZE EXPORT VOLUME AND VALUE BY ORGANIZATION SECOND QUARTER OF FY 2011

Producer/trader associations	Volume (tons)	Value (\$)
Techiman (Ghana)	126	34,088
Ejura (Ghana)	-	-
CIC-B (Burkina Faso)	7,779	1,944,463
APLS (Mali)	7,057	1,348,195
Kayes Maize Association (Mali)	928	267,612
Total	15,890	3,594,358

Source: Trader associations providing data

12.2 OTHER ACHIEVEMENTS

TABLE 10: USAID ATP OUTCOME INDICATORS AND QUARTERLY ACHIEVEMENTS IN 2011

Objective/Outcome Indicator	2nd Quarter Achievements	Remarks
% change in value of intra-regional exports of targeted agricultural commodities as a result of USAID ATP program assistance (first quarter FY 2011 compared with first quarter 2010)	(6)	The decrease of 12% in livestock trade, disrupted by the political violence in Côte d'Ivoire weighed heavily on the value of aggregate trade, in spite of the increase of 47% in onion trade. The decrease of 1% in the maize trade was marginal in relative terms and because of the small volume traded.
Program Element: Agricultural Enabling Environment		
Number of policy reforms presented for legislation/decision as a result of USAID ATP program assistance	2	ECOWAS accepted to study policy reform decisions on export restrictions, and put in place institutional measures for monitoring and facilitating the functioning of agricultural trade regime.
Transport obstacles, number of checkpoints and bribe costs per 100km (as percent decrease over baseline, cumulatively)	29%	The project reduced bribe costs on the Kantchari-Accra onion corridor by 29% over the baseline by the end of the second quarter of FY 2011.
Number of policy reform processes reaching dialogue milestone after significant advocacy by private and other non-governmental actors as a result of USAID ATP program assistance	4	Dialogue was initiated between value chain actors and ECOWAS regarding the following: Seasonal restrictions, Transit regime, Demand for certificate of origin, Illegal roadblocks.
Program Element: Agricultural Sector Productivity		
Amount of private financing mobilized or leveraged to contribute to the realization of the project's primary objectives (US\$ million)	0	
Number of institutions /organizations making significant improvements in their ability to offer services to their clients based on recommendations of USAID ATP-supported assessments (as represented by significant progress on specialized PIVA scores)	0	No PIVA was scheduled this quarter.
Number of new users of regional MIS	1,656	A total of 1,656 new users were added to the pool of existing registered users.

TABLE 11: USAID ATP OUTPUT INDICATORS AND QUARTERLY ACHIEVEMENTS IN 2011

OUTPUT INDICATOR	2nd Quarter Achievements	Remarks
Program Element: Agricultural Enabling Environment		
Number of policy reforms analyzed as a result of USG assistance	0	No policy reform was analyzed this quarter.
Number of institutions/organizations undergoing capacity/competency assessments as a result of USG assistance	0	No assessment was undertaken this quarter. It should be noted, however, that the project conducted 23 SWOTs in FY 2009 and has since conducted a PIVA for each of the value chains.
Number of individuals who have received short term agricultural enabling environment training as a result of USG assistance (men & women)	18	A total of 14 men and 4 women were trained in drafting advocacy letters presented to the ECOWAS Commission on March 7-10 in Abuja.
Program Element: Agricultural Sector Productivity		
Number of new technologies or management practices made available for transfer as a result of USG assistance	4	Business plan design ToT in Integrated crop management Training in sanitation and meat cutting Onion contract production
Number of producer organizations, water users associations, trade & business associations and community-based organizations (CBOs) assisted as a result of USG interventions	12	See list in annex
Number of agricultural-related firms benefiting directly from interventions as a result of USG assistance	12	See list below table
Number of PPPs formed as a result of USG assistance	3	<i>Meunerie et Emballage de Légumes Secs (MELS)</i> Burkina Primeur Rose Eclat
No of individuals who have received short term agricultural sector productivity training with USG assistance (men & women)	1104	A total of 864 men and 240 women were trained in the 2 nd quarter
Number of women's organizations/associations assisted as a result of USG interventions	2	Union Narel-Taaba Union Teeg-Wendé

12.3 ASSISTANCE TO ORGANIZATIONS AND FIRMS

Number of producer organizations, water users associations, trade & business associations and CBOs assisted as a result of USG interventions

Agribusiness and Trade Association – Ghana
Apex Farmers Organizations of Ghana (APFOG)
Ashaiman Cattle Breeders and Traders Association - Ghana
Association des exportateurs d'oignon du Burkina Faso
Association des exportateurs de la filière oignon du Burkina Faso
Association des femmes paysanne de Côte d'Ivoire
Association NongTaaba/Bobo-Dioulasso-Burkina Faso
Association Nong Taaba/Bobo-Dioulasso-Burkina Faso
Association professionnelle des maraîchers du Yatenga-Burkina Faso
Associations des transformateurs céréaliers du Sénégal (ATCS)
Confédération des fédérations nationales des filières bétail viande des pays membres de l'UEMOA
Comité interprofessionnel des céréaliers du Burkina Faso
Coopératives des exploitants iers motorisés de Koutiala (CEMK) Mali
Dawanau Market Development Association (DMDA) - Nigeria
Ejura Maize Value Chain Association - Ghana
Fédération de la filière bétail/viande du Mali
Fédération de la filière bétail/viande du Burkina Faso
Fédération de Tenado-Burkina Faso
Fédération des union des sociétés coopératives pour la production de la filière de Bandiagara - Mali
Fédération des unions de producteurs d'oignon de Kongousi - Burkina Faso
Ghana Agricultural Producers and Traders Organization - Ghana
Groupement Benen Yalgo - Burkina Faso
Observatoire national de la filière oignon du Burkina Faso
Progressive Cooperative Onion Farmers and Traders Association - Ghana
Techiman Grains Export/Import Association - Ghana
Union départementale de groupement de producteurs maraîchers de Korsimoro - Burkina Faso
Union départemental des producteurs de fruits et légumes - Burkina Faso
Union départementale des professionnels agricoles - Burkina Faso
Union des coopératives de Nazion - Burkina Faso
Union des producteurs maraîchers du Sourou - Burkina Faso
Union provinciale des producteurs maraîchers - Burkina Faso
Union provinciale des professionnels agricoles du Houet (UPPA-H) - Burkina Faso
Viande du Sahel SA/Mali

Number of agricultural-related firms benefiting directly from interventions as a result of USG assistance

Africaine de Viande – Mali

AGRO_CIPA Burkina Faso

Agro-Productions

Association des professionnels de l'irrigation privée et des activités connexes - Burkina Faso

*Associations des transformateurs de céréaliers Locales (ATCL) du Senegal
Burkina Primeur*

COOMAKO Burkina Faso

Ecole secondaire agro-pastorale - Burkina Faso

Ets Aladji TAMBEDOU - Senegal

Ets El Hadji - Burkina Faso

Irrigation Burkina Faso

KING AGRO - Burkina Faso

NANKOSEM - Burkina Faso

Noema agricole du Faso - Burkina Faso

Pens Food Bank Enterprise - Ghana

Rose Eclat- Burkina Faso

Société Free Work- Burkina Faso

TOP MONTAIN – Senegal

Viandes du Sahel – Mali